



WALPOLE

Massachusetts

DOING WHAT IT TAKES



Innovative development plan in Walpole

Many opportunities for growth and redevelopment

BY BRIAN BURNS

Above, from left: Virtually equidistant from Boston and Providence, Walpole, MA benefits from its strategic location. The Blackburn Memorial Building was the gift of Harriette F. (Blackburn) Nevins in memory of her parents. It is the current location of several Town of Walpole departments. Cover image: The stone bandstand on Walpole Common is just one example of the town's New England charm. Commissioned by attorney and life-long resident Joseph Feeley on April 24 1902, it was a gift to the town for "the enjoyment of its inhabitants and the beautification of the Common."

Anyone who's familiar with the history of Walpole, Massachusetts knows to expect the unexpected from this town of 23,000 people.

One only has to go back to the early 20th century, when Walpole was widely recognized as the second largest industrial community in the state, a distinction that was—and is—highly unusual for a town of 22 square miles.

Walpole residents and town officials are justifiably proud of their town's strong and varied industrial past. But they also know that a smart, progressive business community should always be looking toward the future as well.

With an innovative game plan that includes plenty of opportunities for light industry, research & development and technology companies, Walpole is now primed to reclaim its place as one of the state's most dynamic economic engines.

To achieve this goal, the town has once again done the unexpected: it has recently become one of the first communities of its size to create a position that's solely dedicated to promoting the growth of new business.

WALPOLE *Massachusetts*

The members of Walpole's business community have already found out how helpful it is to have an economic grants and development officer acting on their behalf. And with plenty of development and redevelopment opportunities now available, companies of all sizes are invited to find out just how much it helps to have a friend in Walpole who's working for them.

"We invite any questions and try to provide any service, from helping to find sites to accompaniment through the permitting process, from beginning to end," says the economic grants and development officer, Mike McCue, who is the first to serve in the newly created role.



Dedicated on
Jan. 28, 1881
the old Town
Hall is listed on
the National
Historic Register.
It currently
houses the
Walpole Police
Department.

The town's message is a simple one, town administrator Michael Boynton agrees: "Walpole is open for and open to business."

LOCATION

One word comes to mind when talking about the location of Walpole: convenience.

The town is easily and directly accessed by a number of major thoroughfares, including routes 1, 1A, 27, 109 and 95, and is only a short drive from routes 495 and 128.

The town is situated within easy driving distance of two major metropolitan areas. Boston—with all of its business, cultural and recreational attractions—is only 19 miles to the north, while Providence, R.I.—a smaller but no less vibrant city—is 26 miles south.

The town also offers convenient access to public transportation and rail freight lines.

The Massachusetts Bay Transit Authority provides commuter rail and bus service to and from Boston and a number of surrounding communities, while the CSX Company operates several freight lines that run

WALPOLE MASSACHUSETTS

Population23,225 (2004 est.)
Median Household Income\$74,757
Construction Value 2004\$14,748,075

EDUCATION

High School Graduates ...91.0%; Bachelor's Degree
37.3%; Grad/Professional Degree 12.0%
(numbers for 495/95 Economic Target Area region)
Area Secondary SchoolsHarvard University,
Massachusetts Institute of Technology, Tufts University,
Brandeis University, Boston College, Brown University

RESOURCES

Electricity supplied byN-Star
Natural Gas supplied byBay State Gas
Water and Sewermunicipally owned

TRANSPORTATION

HighwaysInterstate 95, U.S. Routes 1, 1A, 27
Rail Service ...CSX (Commercial), MBTA (Commuter)
Local AirportBoston and Providence
(International) Norwood, Norfolk, Mansfield (Municipal)
Scheduled Air ServiceYes

INDUSTRIAL AND BUSINESS

Manufacturers (25+ employees)16
Major exportsPharmaceuticals,
paper products, marine parts
Job Skills Training Programs ...Yes (State-sponsored)
Local Business
Assistance ProgramsYes (State-sponsored)

LIFESTYLE

Top Recreational AmenitiesGillette Stadium
(New England Patriots and New England Revolution),
Tweeter Center for the Performing Arts
Golf Courses30 within 15 miles
Area HospitalsMassachusetts General Hospital,
Brigham and Women's, Boston Children's Hospital,
Massachusetts Eye and Ear, Norwood Hospital

ECONOMIC DEVELOPMENT OFFICE

Michael McCue, Director,
Office of Economic Development
135 School Street, Walpole
Massachusetts, 02081-2844
Ph.: (508) 660-7352
Fax: (508) 660-7303
E-mail: ecdev@walpole-ma.gov
Website: www.walpole-ma.gov



WALPOLE *Massachusetts*

through town. State transit officials have recently completed work on a new 200-space parking lot at the Walpole train station, which has not only created more parking options for commuters, but has also freed up spaces downtown for customers of local businesses.

A FRIEND FOR BUSINESS

Since the position of economic grants and development officer was established in September of 2004, McCue has worked to increase local business development from several different angles.

This has included publicizing the properties in town that are available for development and redevelopment, as well as contacting existing businesses and offering assistance should they want to expand, modify or otherwise maximize the use of their properties. It has also included introducing some regulatory changes that will help to speed up the permitting process for businesses.

One of the best tools that McCue has to work with is the town's recent designation as part of the newly estab-



Rolls-Royce Naval Marine in Walpole manufactures variable pitch propellers for naval and commercial ships, and has the capability to design and manufacture state-of-the-art controllable pitch and fixed pitch propeller systems up to the largest sizes and highest power requirements. This site currently has 160 employees.

lished Route 95/495 Economic Target Area (ETA).

This ETA designation not only solidifies the town's place on the rapidly

growing Route 495 technology corridor, it also gives officials the power to offer businesses several tax incentives in return for making an investment in the town.

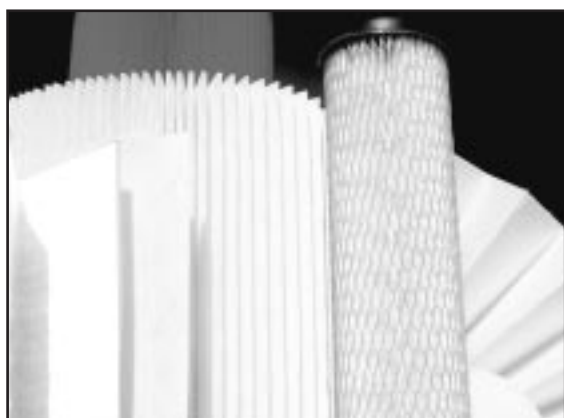
At the state level, these incentives include a five-percent investment tax credit for tangible, depreciable assets.

At the local level, incentives include a special tax assessment that phases in the total assessment for the improved property, and Tax Increment Financing, a five

to 20-year property tax exemption based on the increased value of the property due to improvements or new construction.

The efforts made by the economic grants and development officer are already beginning to pay dividends for Walpole.

In the spring of 2005, Tufts University announced plans to build a full-service animal hospital here in town. The project, which is expected to break ground in the fall of 2005, will replace an emergency clinic the university now operates in downtown



Hollingsworth & Vose

Engineered Papers & Nonwovens
Established 1843

H&V is a global leader supplying technically advanced engine, high efficiency and liquid filtration media, battery separator materials and industrial nonwovens. H&V has been a member of the Walpole business community since 1871 and welcomes you to the neighborhood.

Hollingsworth & Vose Company 112 Washington Street, East Walpole, MA USA 02032 tel 508-850-2000 www.hollingsworth-vose.com

WALPOLE *Massachusetts*

Walpole with a facility that's roughly seven times the size.

Walpole's selection as the location for this project was a major win for the town, because Tufts had looked at a number of out-of-town locations in its search for new quarters. But the efforts of town officials on behalf of the project didn't end once a location was chosen.

Since Tufts needed two changes to the zoning bylaws in order to proceed with its plan, Walpole's Board of Selectmen acted quickly to create a special Town Meeting warrant that included the proposed changes.

Within a week, all the necessary pieces were in place. And when Town Meeting members were given a chance to vote on the two changes later that spring, they passed them both by a unanimous vote.

REDEVELOPMENT

While new developments are always welcome, Walpole offers a host of redevelopment opportunities as well.

Stop & Shop supermarkets recently chose Walpole as one of two communities in which to introduce its prototype store of the future—which, in addition to a full service supermarket, includes office supplies, home goods, a Boston Market takeout center and a Toys "R" Us toy center.

That store was built on the footprint of what was once one of the chain's smallest and most outdated stores, turning what had been a fading shopping plaza into one of the centerpieces of the town.

A SENSE OF COMMUNITY

A harmonious blend of commercial, industrial and residential properties, Walpole has long reaped the benefits of

a close relationship between residents and the business community.

Founded in 1955, the Walpole Chamber of Commerce is an organization of over 190 businesses and individuals dedicated to strengthening the local economy.

Among its many functions, the Chamber sponsors trade shows and networking opportunities, organizes monthly meetings dedicated to economic development, and gives scholarships and awards to worthy Walpole youths.

The Greater Walpole Downtown Business Association (DBA) is a group of merchants who work year-round to build awareness of the downtown businesses by sponsoring fun community events. The DBA and Chamber also combine with the town's recreation department each year to put on the fall charity gala: a formal dinner and charity auction



Serving the Business Community

- Internet Banking • Commercial Loans • SBA Loans • Construction Loans • Letters of Credit
- Bill Payment • 24 Hour ATM TELEBANK • Checking Accounts • Savings Accounts
- Certificates of Deposits • IRA's • Home Equity Loans • Residential Mortgages



982 Main Street, Walpole, MA 02081 / Phone: (508) 668-1080 / www.WalpoleCoop.com

Member FDIC / Member SIF



WALPOLE *Massachusetts*

that benefits a variety of good causes around town.

These relationships not only improve the quality of life for Walpole residents, they also generate a tremendous amount of good will for the business community.

In short, everybody wins.

HERE AND NOW

There's a place for just about everyone in Walpole, from the small businesses and shops along Main Street, to large retailers such as Wal-Mart, Barnes and Noble, and Old Navy, to major industries such as the Rolls Royce, Hollingsworth & Vose, and Bayer companies.

Town officials provide the backbone for this dynamic mix of businesses by maintaining an excellent level of municipal services, a strong, well-recognized school system, and a host of recreational opportunities that make Walpole a highly desirable place to live and do business.

And still, they are constantly working to think of new and innovative ways to provide resources and opportunities to businesses.

The staff at the Walpole Public Library, for example,



includes professional reference librarians that have been trained to work with members of the business community on a one-on-one basis.

The library also offers access to the American Business Database, an invaluable research tool that can be used for networking and job reads, among other things.

There are resources to be found among the existing members of Walpole's business community as well.

The Walpole Co-operative Bank provides a wide range of services to commercial clients, lines of credit and term-debt financing, vice president Joseph Scholl says.

Scholl adds that one advantage that Walpole Co-op has over other lending institutions is that the entire approval process takes place at the local level. Since the bank's employees live and work in the community, they have a vested interest in promoting the growth of local businesses, he says.

Scholl, who's been working in the field of business lending for the past 20 years, says that Walpole and the surrounding areas have grown immensely since he first joined the bank in 1993. One of the biggest reasons for the town's continued success is that it's so conveniently accessed by major highways and rail lines, he says.

Scholl says the future of Walpole looks bright as well.

The bank itself recently embarked on a multimillion-dollar expansion project that will greatly increase its ability to serve the town's banking needs.

"Our success is the result of our customers' success." ▲

Walpole serves as a manufacturing location within the Diagnostics Division of Bayer HealthCare for in vitro diagnostics products. The site currently serves two business units, the Lab Testing Segment and Nucleic Acid Diagnostics.



Rolls-Royce

Rolls-Royce Naval Marine Inc.

110 Norfolk Street, Walpole, MA 02081 USA
Phone: (508) 668-9610

Walpole Park South

INDUSTRIAL PARK

Walpole, Massachusetts 02081

54 acres with 450,000 sq. ft. in 5,000-60,000 sq. ft. units

Ideally located between Boston, Providence
and Worcester on Route. One

Near Routes 95, 495, and 128

For more information, contact:

**Cathy Minnerly of
Cushman & Wakefield
617-330-6966**

W H O L E S A L E C H E M I C A L D I S T R I B U T I O N



Callahan Company

25,000 square feet of temperature controlled warehouse space
with an additional 2.2 acres of outside storage. Technical
repackaging facilities, bulk storage, dedicated sales, customer
service and delivery personnel, company owned delivery fleet

18 Industrial Road, Walpole, MA 02081
www.calchem.com



Quality • Responsibility • Stewardship

Philadelphia (856) 786-7900 • New York (201) 440-9000 • New England (508) 668-9000 • Puerto Rico (787) 251-0749 • South Carolina (864) 848-1148

MACCHI & MACCHI, LLP ATTORNEYS AT LAW

**Providing professional legal services
since 1965.**

Commercial and residential transactions
including: acquisition/sale; creation of entities
taking title; permitting processes before local,
state, and federal authorities; financing; and
zoning opinions.

All aspects of municipal and zoning law related
to land development.

Conveyancing counsel for commercial and
residential real estate.

1256 Washington Street, Norwood, MA 02062
Phone: (781) 762-1700 / Fax: (781) 769-1717
legalservices@macchi-law.com



**Committed to Quality
Focused on Value**

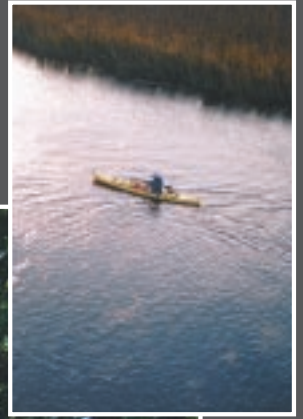
Preconstruction Phase/
Construction Phase
Management Services

Ryan's integrity, versatility
and experience constructing
new buildings, additions and
renovations for corporate
and private-sector
institutional clients have
been instrumental to their
continued growth since 1988.

More than 82% of Ryan's
clients repeatedly call upon
them-some began working
with Ryan 15 years ago.

505 South Street
Walpole, MA 02081
Tel 508-668-6788
Fax 508-668-2455
www.ryanconstruction

141 Washington Street



Pristine nine acre wooded hilltop waterfront campus

- * Ideal for office, R&D, and light manufacturing
- * convenient to Boston and Providence without the heartache
- * ownership or development partnership options considered
- * 30K to 60K square feet of floor space available

For more information, contact:

Matrix Real Estate Advisors

Michael Harrity (617) 338-7779
mharrity@matrixadvisors.com

141 Washington Street East Walpole, Massachusetts